

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 03560 261146Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----068795 261259Z /43
R 261032Z AUG 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 1455

UNCLAS STOCKHOLM 3560

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJ: ADS REQUEST: AMERICAN MEDICAL SYSTEMS, INC., MINNEAPOLIS, MN

REF: STOCKHOLM 3274

1. THE FOLLOWING FIRMS ARE INTERESTED IN THIS OFFER:

2. STILLE-WERNER AB
BOX 43051
S-100 72 STOCKHOLM, SWEDEN
CONTACT: MR. ROLF OHLSON, PRODUCTION MANAGER
TELEPHONE: 08/744 50 00
TELEX: 17231 STILLE S

A. SINCE OHLSON BELIEVES THAT THIS ELECTRONIC DISGNOSTIC EQUIPMENT WOULD FIT VERY WELL INTO STILLE-WERNER'S LINE, HE HAS ALREADY CABLED THE US MANUFACTURER. STILLE-WERNER, WHICH WAS ESTABLISHED IN 1841, HAS SHARE CAPITAL OF SKR 1.4 MILLION, 323 EMPLOYEES, AND ANNUAL TURNOVER OF APPROXIMATELY SKR 60 MILLION. THE COMPANY MANUFACTURES SURGICAL INSTRUMENTS, FURNITURE FOR OPERATING ROOMS, AND DISPOSABLES; AND IMPORTS AND MARKETS ELECTROMEDICAL INSTRUMENTS AND APPARATUS. IT REPRESENTS SEVERAL US COMPANIES. THE FIRM HAS MET ITS PAYMENTS SATISFACTORILY. RECOMMENDED TRADE CONTACT.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 03560 261146Z

3. LANDSTINGENS INKOPSCENTRAL (LIC)
SVETSARVAGEN 20
S-171 83 SOLNA, SWEDEN
CONTACT: MR. BJORN SVENSSON, DIVISION MANAGER
MEDICAL TECHNOLOGY AND INSTRUMENTATION
TELEPHONE: 08/98 10 60
TELEX: 10528 LIC S

A. LIC WILL ALSO WRITE TO AMERICAN MEDICAL SYSTEMS DIRECTLY. IT MARKETS FLOWMETERS MANUFACTURED IN EUROPE, WHICH ARE LESS EXPENSIVE THAN THE ONES MADE BY AMS. HOWEVER, THE OTHER PRODUCTS OFFERED BY AMS ARE NEW TO LIC AND LIC IS THEREFORE INTERESTED IN AN AGENCY AGREEMENT COVERING THE WHOLE RANGE OF PRODUCTS. ACCORDING TO MR. SVENSSON, THERE IS INCREASING DEMAND IN SWEDEN FOR ADVANCED EQUIPMENT IN THIS SPECIFIC FIELD OF MEDICINE.

B. LIC, AN INCORPORATED ASSOCIATION, IS THE CENTRAL PURCHASING ORGANIZATION FOR SWEDISH COUNTY COUNCILS (23), CITY COUNCILS AND OTHER LARGE GOVERNMENT ORGANIZATIONS. IT PROVIDES MOST SWEDISH HOSPITALS AND SIMILAR INSTITUTIONS WITH EQUIPMENT AND SUPPLIES. ITS TURNOVER FOR 1976 WAS SKR 602.5 MILLION. RECOMMENDED TRADE CONTACT.

4. SEVERAL OTHER FIRMS CONTACTED HAVE NOT YET GIVEN US THEIR VIEWS.

APPROVING OFFICER: ECON:CA:TRUMME
PREPARED BY: ECON:CA:GLANDER.
PERRY

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 26-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STOCKH03560
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770309-0459
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770816/aaaaanmu.tel
Line Count: 85
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: cbe9df51-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STOCKHOLM 3274
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1462668
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST: AMERICAN MEDICAL SYSTEMS, INC., MINNEAPOLIS, MN
TAGS: BEXP, SW
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/cbe9df51-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009